Manitoba
Bureau of
Statistics

MANITOBA SOURCING DIRECTORY

NORTHERN BUSINESSES

A STATISTICAL PROFILE

MBS 86-2

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EXECUTIVE SUMMARY

The Manitoba Bureau of Statistics has developed a Northern Business Directory, a listing of Northern Manitoba businesses with their industrial and commercial capabilities.

The Northern Business Directory presently contains 1,463 businesses, which are categorized as Northern, Northern Native and Other, as defined in the introduction to this report. Of these businesses, 1,226, are classified as Northern, comprising 83.8% of the total, while 217 firms were classified as Northern Native and 20 firms as Other, accounting for 14.8% and 1.4% of the total respectively.

Total annual revenue for these 1,463 firms is estimated to be $1,216 million with the average (median) annual revenue being $171,000.

The total employment of these firms, consisting of both full-time and part-time employees, is estimated at 16,800 persons, which can be broken down into 10,900 full-time employees, and 5,900 part-time employees. The average (median) full-time employment per firm is estimated at 3 persons, with the average (median) number of part-time employees per firm being estimated at 3 persons as well.

The greatest number of these Northern Businesses operate in the Community, Business and Personal Service group, with 471 firms comprising 32.2% of the total number of firms. The Wholesale and Retail Trade group consists of 455 firms, or 31.1% of the total, followed by 190 firms engaged in Transportation, Communication and Other Utilities, accounting for 11.9% of the total number of businesses. The remaining 173 firms, classified as Primary, Manufacturing, Insurance and Real Estate or Public Administration, account for 11.8% of the total.

The Thompson region was the reported location for 339 firms, or 23.2% of the total 1,463 businesses, followed by The Pas area with 326 firms and the Flin Flon area with 256 firms, accounting for 22.3% and 17.5% of the total respectively. The remaining 542 firms, comprising 37.0% of the total, are located throughout the 5 regions of Churchill, Eastern, Northwest, Rail Line and North Interlake as depicted on the map on page 8.

The 217 identified Northern Native businesses are concentrated in the Eastern and Northern Interlake regions with 69 (31.8%) and 54 (24.9%) firms respectively. In these regions, they account for more than 50% of all businesses. Northern Native businesses include all industry sectors ranging from 57 firms in Construction to 1 in Finance.

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INTRODUCTION

This report presents a statistical profile of the firms in the Northern Business component of the Manitoba Sourcing Directory. The Northern Business Directory, which was developed by the Manitoba Bureau of Statistics presently contains 1,463 Northern Manitoba (as defined by the Northern Affairs boundary line) businesses with their industrial and commercial capabilities. A copy of the questionnaire is included as Appendix A.

The data presented in this report shows the 1,463 firms by business status where business status is defined by:

Northern:	refers to any Manitoba firms which maintains-on a continuous basis - facilities, equipment and staff in Northern Manitoba (as defined by the Manitoba Northern Affairs boundary line).
Northern Native:	refers to any firm owned and operated by Native residents of Northern Manitoba (as defined by the Manitoba Northern Affairs boundary line).
Other:	refers to any firm not falling into the above 2 categories.

The Manitoba Bureau of Statistics can provide more detailed information for these Northern businesses on a cost recovery basis. To obtain more information or custom tabulations, please contact David Greenwood at 945-2989.

TABLE 1. NUMBER OF NORTHERN BUSINESSES: FULL-TIME AND PART-TIME EMPLOYMENT BY BUSINESS STATUS

NUMBER OF EMPLOYEES	BUSINESS STATUS						TOTAL			
	NORTHERN		NORTHERN NATIVE		OTHER		FULL-TIME		PART-TIME	
	FULL-TIME	PART-TIME	FULL-TIME	PART-TIME	FULL-TIME	PART-TIME	NUMBER OF FIRMS	PERCENT	NUMBER OF FIRMS	PERCENT
NOT ANSWERED	119	289	21	45	1	4	141	9.6	338	23.1
1 TO 4	767	696	135	107	9	8	911	62.3	811	55.4
5 TO 9	195	149	27	32	3	3	225	15.4	184	12.6
10 TO 14	89	49	15	23	1	4	105	7.2	76	5.2
15 TO 19	32	29	16	7	2	1	50	3.4	37	2.5
20 TO 49	12	8	3	2	1	1	16	1.1	11	0.8
50 TO 99	6	3	-	1	-	-	6	0.4	4	0.3
100 TO 249	5	2	-	-	-	-	5	0.3	2	0.1
250 TO 499	-	-	-	-	1	-	1	0.1	-	-
500 OR MORE	-	-	-	-	3	-	3	0.2	-	-
TOTAL	1225	1225	217	217	21	21	1463	100%	1463	100%

DATA SOURCE : Manitoba Sourcing Directory : Northern Business

Manitoba Bureau of Statistics June 1986

EMPLOYMENT

Total employment (both full-time and part-time or seasonal) is estimated at 16,800 persons: 10,900 full-time persons and 5,900 part-time or seasonal persons. The average (median) for full-time employment is estimated at three persons and the average (median) part-time or seasonal employment is also 3 persons. These estimates have been derived from the 1,450 firms reporting employment.

Information on full-time and part-time or seasonal employment by business status is presented in Table 1.

Of the 1,322 firms reporting full-time employees, 911 firms (68.9%) reported 1 to 4 employees, with 767 (84.2%) of these firms being classified as Northern.

Of the 225 firms (17.0%) reporting 5 to 9 employees, 195 (86.7%) were Northern while 89 (86.7%) of 105 firms (7.9% of total 1,322 firms) reporting 10 to 14 employees are classified as Northern.

Of 50 (3.8%) firms reporting 15 to 19 employees, 32 (64.0%) are classified as Northern.

There were only 31 firms (2.3%) reporting 20 or more full-time employees. Of these 31 firms, 23 (74.2%) are classified as Northern, 5 (16.1%) are classified as Other, and 3 (9.7%) classified as Northern Native.

There are 1,125 firms reporting part-time or seasonal employees. Of these, 811 firms (72.1%) reported less than five employees, 767 (85.9%) being classified as Northern.

Of the 184 firms (16.4%) reporting 5 to 9 employees, 149 (81.0%) were classified as Northern, while of 184 (16.4%) firms reporting 10 to 14 employees, 149 (81.0%) were Northern.

There were 37 (3.3%) firms reporting 15 to 19 employees, of which 29 (78%) were classified as Northern.

The remaining 17 firms (1.5%) reported 20 or more part-time employees. Of these 17 firms, 13 (76.5%) are classified as Northern, 3 (17.6%) as Northern Native, and 1 (5.9%) as Other.

TABLE 2. NUMBER OF NORTHERN BUSINESSES: INDUSTRY SECTOR BY BUSINESS STATUS

INDUSTRY SECTOR	BUSINESS STATUS			TOTAL	
	NORTHERN	NORTHERN NATIVE	OTHER	NUMBER OF FIRMS	PERCENT
PRIMARY	26	19	3	48	3.3%
MANUFACTURING	24	4	2	30	2.1
CONSTRUCTION	114	57	3	174	11.9
TRANSPORTATION, COMMUNICATION, AND OTHER UTILITIES	150	34	6	190	13.0
TRADE	416	38	1	455	31.1
FINANCE, INSURANCE AND REAL ESTATE	61	1	-	62	4.2
COMMUNITY, BUSINESS AND PERSONAL SERVICE	415	50	6	471	32.2
PUBLIC ADMINISTRATION	19	14	-	33	2.3
TOTAL	1225 (83.7%)	217 (14.8%)	21 (1.4%)	1463	100%

DATA SOURCE : Manitoba Sourcing Directory: Northern Business

Manitoba Bureau of Statistics June 1986

INDUSTRY SECTOR

The 1,463 businesses were assigned to eight industry sectors according to the 1970 Standard Industrial Classification. There are 471 firms (32.2%) in the Community, Business and Personal Service group, 455 firms (31.1%) in the Trade group, 190 firms (13.0%) in the Transportation, Communication and Other Utilities group and 174 firms (11.9%) in the Construction group.

The Primary group consists of 48 firms (3.3%), while there are 30 firms (2.1%) in the Manufacturing group, 62 firms (4.2%) in the Finance, Insurance and Real Estate group, and 33 (2.3%) firms in the Public Administration group, for a total of 173 firms (11.8%).

Table 2 presents the number of firms in each industry sector by business status.

Of the 471 firms in the Community, Business and Personal Services group, 415 (88.1%) are classified as Northern, 50 (10.6%) as Northern Native and 6 (1.3%) as Other.

Of the 455 firms in the Trade group, 416 (91.4%) are classified as Northern, 38 (8.4%) as Northern Native and 1 (0.2%) as Other.

Of the 190 firms in the Transportation, Communications and Other Utilities group, 150 (78.9%) are classified as Northern, 34 (17.9%) as Northern Native and 6 (3.2%) as Other.

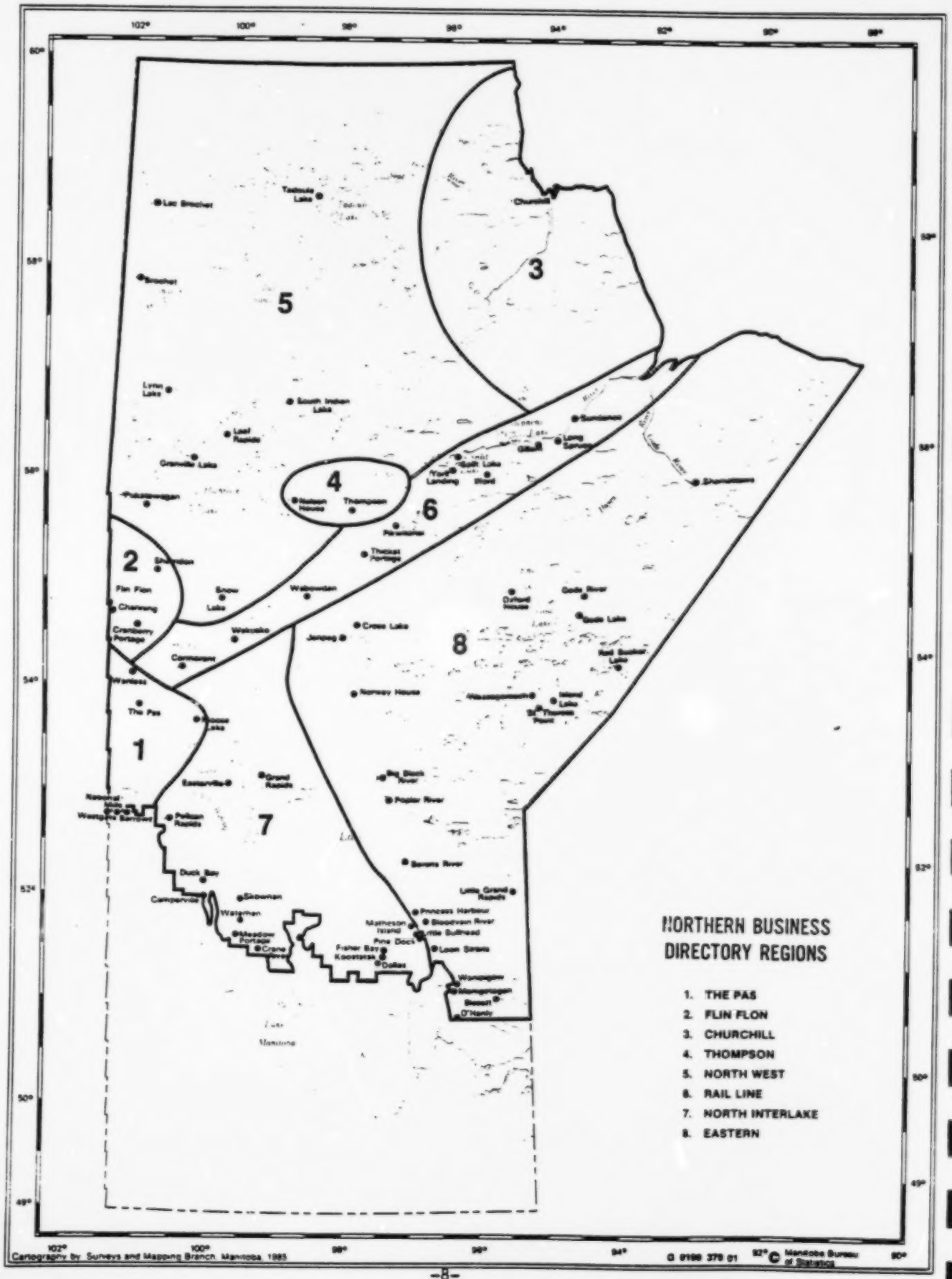
For the 174 firms in the Construction group, 114 (65.5%) are classified as Northern, 57 (32.8%) as Northern Native and 3 (1.7%) as Other. These 57 Northern Native construction firms represent 26.3% of the 217 Northern Native businesses.

Of the 48 firms in the Primary group, 26 (54.2%) are classified as Northern, 19 (39.6%) Northern Native, and 3 (6.3%) Other.

For the 30 firms in the Manufacturing group, 24 (80%) are classified as Northern, 4 (13.3%) as Native Northern, and 2 (6.7%) an Other.

Of the 33 firms in the Public Administration group, 19 (63.4%) are classified as Northern, and 14 (46.6%) Native Northern. There are no firms falling under the Other classification.

For the 62 firms in the Finance, Insurance and Real Estate group, 61 (98.4%) firms are classified as Northern, with the one remaining firm classified as Native Northern. There are no firms falling under the Other classification.


NORTHERN BUSINESS DIRECTORY REGIONS
1. THE PAS
2. FLIN FLON
3. CHURCHILL
4. THOMPSON
5. NORTH WEST
6. RAIL LINE
7. NORTH INTERLAKE
8. EASTERN
Cartography by Surveys and Mapping Branch, Manitoba, 1985
G 9190 379 01 82°C Manitoba Bureau of Statistics

REGION

The postal code of the business' address was used in assigning the firm to one of the eight Northern Business Directory regions (as shown on map opposite page). Information on the location of businesses is shown in Table 3.

TABLE 3. NUMBER OF NORTHERN BUSINESSSES : BUSINESS STATUS BY REGION

BUSINESS STATUS	REGION								TOTAL
	THE PAS	FLIN FLON	CHUR-CHILL	THOMPSON	NORTH-WEST	RAIL LINE	NORTH INTER-LAKE	EAST	
NORTHERN	294	252	55	316	140	63	42	63	1225
NORTHERN NATIVE	25	2	8	20	17	22	54	69	217
OTHER	7	2	2	3	4	1	1	1	21
TOTAL	326	256	65	339	161	86	97	133	1463
	22.3%	17.5%	4.4%	23.2%	11.0%	5.9%	6.6%	9.1%	100%

DATA SOURCE : Manitoba Sourcing Directory: Northern Business

Manitoba Bureau of Statistics

June 1986

The Thompson region, with 339 firms, has the highest number of firms, comprising 23.2% of the total. This region also contains the highest number of Northern firms with 316, accounting for 25.8% of the total 1,225 Northern firms.

The Pas region ranks second in terms of number of firms, with 326, or 22.3%, and number of Northern firms, with 294 or 24.0% of the total.

The Northwest and North Interlake regions have the fewest number of firms, with 86 (5.9%) and 97 (6.6%) firms respectively.

Most of the 217 Northern Native firms are located in the East and North Interlake regions with 69 (31.8%) and 54 (24.9%) firms respectively.

Of the 21 firms classified as Other, The Pas region contains the largest proportion, with 7 firms, accounting for 33.3% of the total.

The Flin Flon region is dominated by Northern firms with 252 firms, representing 98.4% of the 256 firms located in this region.

TABLE 4. NUMBER OF NORTHERN BUSINESSES: REVENUE BY BUSINESS STATUS

REVENUE ($ 000'S)	BUSINESS STATUS			TOTAL	
	NORTHERN	NORTHERN NATIVE	OTHER	NUMBER OF FIRMS	PERCENTT
NOT ANSWERED	427	76	7	510	34.9%
1 TO 24	118	35	3	156	10.7
25 TO 99	218	42	2	262	17.9
100 TO 499	284	44	4	332	22.7
500 TO 999	99	12	-	111	7.6
1000 TO 2999	53	6	2	61	4.2
3000 TO 4999	12	2	1	15	1.0
5000 OR MORE	14	-	2	16	1.1
TOTAL	1225	217	21	1463	100%

DATA SOURCE : Manitoba Sourcing Directory : Northern Business

Manitoba Bureau of Statistics June 1986

REVENUE

The distribution of Annual Gross Revenue for 7 income categories by business status is shown in Table 4. For the 953 businesses that provided their gross revenue, 798 (83.7%) were Northern with an average (median) revenue of $190 thousand, 141 (14.8%) were Northern Native with an average (median) revenue of $89 thousand, and 14 (1.5%) were Other with an average (median) revenue of $350 thousand.

Based upon the 953 businesses that did provide data on their gross revenue, it is estimated that the total revenue of all 1,463 businesses in Northern Manitoba is $1,216 million with the average (median) annual revenue being $171,000.

The category $100,000 - 499,000 has the highest number of businesses with 332 (22.7% of all firms or 34.8% of firms that reported revenue). Of these businesses, 284 (85.5%) are classified as Northern, 44 (13.3%) as Northern Native, and the remaining 4 (1.2%) firms are classified as Other.

The second highest number of businesses were recorded in the $25,000 - $99,000 category with 262 firms (17.9% of all firms or 27.5% of firms that reported revenue). The greatest number of these firms are classified as Northern, with 218 firms or 83.2% of the total. There are 42 firms (16.0%) classified as Northern Native, and 2 (0.8%) classified as Other.

The category $3,000,000 - 4,999,000 has the fewest number of businesses, with 15 firms accounting for only 1.0% of the total number of firms that reported revenue. In this category 12 (80%) firms are Northern, 2 (13.3%) are Northern Native, and the one remaining firm (6.7%) is classified as Other.

The $5,000,000 and over category has the second lowest number of businesses, with 16 firms comprising 1.1% of the total number of firms reporting revenue. Of these 16 firms, 14 (87.5%) are classified as Northern, and 2 (12.5%) as Other. There are no Northern Native firms in this category.

TABLE 5. NUMBER OF NORTHERN BUSINESSES: COMMERCIAL AND INDUSTRIAL CAPABILITIES BY BUSINESS STATUS

CAPABILITIES	BUSINESS STATUS			TOTAL	
	NORTHERN	NORTHERN NATIVE	OTHER	NUMBER OF FIRMS	PERCENT
HEAVY CONTRACTOR	56	44	3	103	7.0%
BUILDING CONTRACTOR	102	51	1	154	10.5
HEAVY EQUIPMENT	171	77	7	255	17.4
ACCOMMODATION AND FOOD SERVICE	184	32	2	218	14.9
TRANSPORTATION	193	44	6	243	16.6
WOOD AND LOGGING	20	22	3	45	3.1
SUPPLY AND SERVICE TO INDUSTRY	159	11	2	172	11.8
RETAIL OR WHOLESALE	466	48	2	516	35.3
OTHER	340	60	8	408	27.9
TOTAL	1691	389	34	2114	
AVERAGE (MEAN) NUMBER OF CAPABILITIES	1.4	1.8	1.7	1.4	

NOTE : PERCENTAGES ARE BASED ON 1463 FIRMS.

DATA SOURCE : Manitoba Sourcing Directory: Northern Businesses

Manitoba Bureau of Statistics

June 1986

COMMERCIAL AND INDUSTRIAL CAPABILITIES

The businesses were asked to provide information on the type of business that they were conducting. The 9 categories and number of firms providing each service is shown in Table 5. There are a number of businesses that indicated more than 1 category as the total of 2,114 services for the 1,463 firms indicates an average of 1.4 capabilities.

The Retail or Wholesale Trade category recorded the highest number of firms with 516 (35.3% of 1,463) indicating this type of business. Of these 516 firms, 466 (90.3%) are classified as Northern, while only 48 (9.3%) are classified as Native and 2 (0.4%) as Other.

The second highest number of businesses was recorded in the Other category with 408 (27.9%) firms. This category includes businesses such as professionals, financial institutions, local administrations, etc. Of these 408 firms, 340 (83.3%) are classified as Northern, 60 (14.7%) are classified as Northern Native and only 8 (2.0%) have Other business status.

The category with the next highest number of firms is Heavy Equipment with 255 firms (17.4%). Of these firms, 171 (67.1%) are Northern, 77 (30.2%) are Northern Native, and 7 firms (2.7%) are classified as Other.

The Transportation category contains 243 firms (16.6%). One hundred and ninety-three of these firms (79.4%) are classified as Northern, 44 (18.1%) as Northern Native, and 6 (2.5%) as Other.

The Accommodation and Food Service category has 218 firms (14.9%), while the Supply and Service to Industry category has 172 businesses (11.8%).

The category with the lowest number of firms is Wood and Logging with 45 firms (3.1%). Of these 45 firms, 20 (44.4%) are classified as Northern, 22 (48.9%) as Northern Native and 3 (6.7%) as Other.

The largest concentration of Northern classified businesses was found to be in the Retail or Wholesale category, with 466 firms representing 27.6% of the total, while the greatest proportion of Northern Native businesses were found to be engaged in businesses falling under the Heavy Equipment category, with 77 firms (19.8%). Businesses classified as Other were most commonly found in the Other category, with 8 firms representing (23.5%) of the total.

Manitoba Sourcing Directory
Company Profile Northern Business

Manitoba
Industry, Trade
and Technology

SECTION A — GENERAL INFORMATION

1. Company Name

2. Alternate Name (if applicable)

3. Mailing Address (P.O. Box, Community, Postal Code)

4. Telephone Number

5. Year Established

6. **Executive Officer**

7. **Main Contact Person**

8. Total number of **full-time** employees (at present time)

1 — 4	5 — 9	10 — 19	20 — 49	50 — 99	100 — 249	250 — 499	500+
( )	( )	( )	( )	( )	( )	( )	( )

9. Total number of **part-time/seasonal** employees (average for previous year)

1 — 4	5 — 9	10 — 19	20 — 49	50 — 99	100 — 249	250 — 499	500+
( )	( )	( )	( )	( )	( )	( )	( )

10. Annual Gross Revenue ($000) (for previous fiscal year)

1 — 24	25 — 99	100 — 499	500 — 999	1000 — 2999	3000 — 4999	5000+	Not Applicable
( )	( )	( )	( )	( )	( )	( )	( )

11. Business Status

( ) Manitoban ( ) Northern ( ) Northern Native

( ) Other (specify) _____

12. Indicate type of business and complete appropriate section(s):

( ) Heavy Contractor (section B)
( ) Heavy Equipment (section D)
( ) Transportation (section F)
( ) Supply and Service to Industry (section H)
( ) Other (specify and indicate any services or products that you do provide) _____

( ) Building Contractor (section C)
( ) Accommodation/Food Service (section E)
( ) Wood and Logging (section G)
( ) Retail/Wholesale Trade (section I)

_____

_____

_____

_____

_____

_____

SECTION B — HEAVY CONTRACTORS

1 Does your firm provide

	YES	NO
Industrial Mechanical contracting	( )	( )
Highway and heavy contracting	( )	( )

2. Indicate the type(s) of construction undertaken by your firm:

( ) Winter roads

( ) Highways, streets and bridges

( ) Waterworks and sewage systems

( ) Excavating and grading

( ) Hydro electric power plants

( ) Other (specify) _____

( ) Right-of-Way clearing

( ) Transmission line construction

( ) Gas/oil structures

( ) Pipeline construction

( ) Structural and related work

( ) Airport/landing fields

Complete section D

SECTION C — BUILDING CONTRACTORS

1 Does your firm provide

	YES	NO
General contracting	( )	( )
Residential building and renovating	( )	( )
Non-residential building and renovating	( )	( )
Building trades contracting	( )	( )

2 Which of the following do you provide:

( ) Construction project management

( ) Structural and related work

( ) Concrete pouring, finishing, installation

( ) Exterior close-in work

( ) Plumbing and heating

( ) Other (specify) _____

( ) Electrical work

( ) Interior and finishing work

( ) Site work

( ) Landscaping

( ) House and building moving

Complete section D

SECTION D — HEAVY EQUIPMENT

1 Which of the following types of equipment does your firm have? (Indicate number of each type.)

- ☐☐ Grader
- Dozer
  - ☐☐ Wheel
  - ☐☐ Track
- Dump truck
  - ☐☐ Single
  - ☐☐ Tandem
  - ☐☐ Dump trailer
- ☐☐ Generator
- ☐☐ Compactor
- ☐☐ Equipment transporter
- ☐☐ Batch plant
- ☐☐ Mixer truck
- ☐☐ Crusher
- ☐☐ Screener
- ☐☐ Air compressors
- ☐☐ Service truck/van
- Other (specify)
  - ☐☐ _____
  - ☐☐ _____
- ☐☐ Skidder
- Loader

BUCKET SIZE cu yd	up to 2 yd	2-4 yd	Over 4 yd
Wheel	☐☐	☐☐	☐☐
Track	☐☐	☐☐	☐☐

- Back hoe
  - ☐☐ Wheel
  - ☐☐ Track
- ☐☐ Shovel/dragline
- Scraper
  - ☐☐ Motorized
  - ☐☐ Pulled
- ☐☐ Cranes
- ☐☐ Welding equipment
- ☐☐ Bombardier/swamp buggy
- ☐☐ Snowmachine
- Industrial camp
  - ☐☐ Mobile office
  - ☐☐ Camp facilities

SECTION E — ACCOMMODATION/FOOD SERVICE

Do you operate:

- ( ) Hotel/Motel
- ( ) Guest House
- ( ) Camping Travel Trailer Park
- ( ) Trailer Park
- ( ) Work Camp accommodation
- ( ) Outfitter or Lodge
- ( ) Restaurant
- ( ) Take out food
- ( ) Catering
- ( ) Other (specify) _____

SECTION F — TRANSPORTATION

Which of the following does your firm provide:

- ( ) Water transport
- Truck Transport
  - ( ) General freight
  - ( ) Moving
  - ( ) Bulk liquid
  - ( ) Dry bulk
  - ( ) Forest products
- ( ) Bus-chartered
- ( ) Bus-scheduled
- ( ) Bus-school
- ( ) Air-chartered
- ( ) Air-scheduled
- ( ) Taxi
- ( ) Other (specify) _____

SECTION G — WOOD AND LOGGING

1. Is your firm active in:

	YES	NO
Logging industry	( )	( )
Wood industry	( )	( )

2. Which of the following does your firm provide:

( ) Contract logging
( ) Fuel wood cutting
( ) Pulpwood cutting
( ) Saw logs
( ) Other (specify) _____

( ) Rough lumber
( ) Dressed lumber
( ) Millwork

SECTION H — SUPPLY AND SERVICE TO INDUSTRY

1 Which of the following does your firm provide:

( ) Bulk fuel
( ) Cement
( ) Sand and gravel
( ) Surveying
( ) Repair (specify) _____
( ) Parts (specify) _____
( ) Other (specify) _____
_____

( ) Financial management
( ) Janitorial services
( ) Camp provisioner

SECTION I — RETAIL

Please indicate the **major** retail service your firm provides:

( ) Food Store
( ) Pharmacy
( ) Books/Stationery
( ) General Store
( ) Department Store
( ) Clothing
( ) Shoes
( ) Barber/Beauty Shop
( ) Household Furnishings
( ) Furniture
( ) Appliances
( ) Automotive Parts/Accessories
( ) Other (specify) _____
_____

( ) Florist/Garden Centre
( ) Lumber
( ) Hardware
( ) Sporting Goods
( ) Jewellery Store
( ) Camera/Photography
( ) Toy/Souvenir
( ) Vending Machines
( ) Laundry/Cleaner
( ) Travel Services
( ) Motion Picture/Video Distribution
( ) Motion Picture Exhibition
( ) Sports/Recreational Club or Service

Completed By Title Telephone # Date